

THE
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A JOURNAL
SPECIALLY DEVOTED TO THE INTERESTS OF THE

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The Publishers' Weekly.

SEPTEMBER 19, 1874.

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Meeting of the Publishers and Jobbers.

At the meeting, Wednesday, of the committee appointed by the publishers, dealers, and jobbers, who met together last week to devise means of practically carrying out the remedies for the present demoralized condition of the book business, suggested at Put-in Bay, were present Messrs. A. C. Barnes, I. E. Sheldon, William Lee, B. F. Ticknor, Edmund Claxton, W. S. Appleton, and P. Farelly. The resolutions adopted at the previous meeting at large, when this committee was appointed, were read, and served as a basis for work.

Resolved, That the signers of these resolutions do organize themselves as an association, under the name of the "Central Booksellers' Association."

Resolved, That the Chair appoint a committee of eight to perfect said organization, by a constitution and code of by-laws, and report the same at an adjourned meeting to be called by said committee.

Resolved, That the maximum scale of discounts already presented and ratified by a large majority of the book trade, be recommended to said committee as the maximum rate, by all jobbers in New-York, Philadelphia, Boston, Baltimore, etc.

Resolved, That it be referred to said committee for consideration, that each publisher should agree to protect said scale, so far as it applies to his own publications, by requiring from the dealers to whom he gives jobbers' rates, an agreement not to undersell such maximum rates.

They then proceeded to discuss the policy of establishing a uniform rate of discount to the retail and wholesale jobbers, fixing a maximum sum, instead of the double and triple discount at present prevailing, during which it was contended that publishers, as jobbers, may reserve the right to establish their prices at such figures as they might deem wise to customers who wholesale their books, other than those dealers who are not publishers.

An outline of a suitable constitution and by-laws was then submitted to the committee, by Mr. Barnes, and adopted by them. The constitution provides that the name of the organization shall be the "Central Booksellers' Association" of New-York and vicinity, and details the form of organizing—to wit, the election of a President, Secretary, and Treasurer, and Executive and Arbitration Committee. The by-laws contain the provisions as to how the rule of discounts shall be established and applied, and the discipline and penalties for the violations of the same.

An Organization in Baltimore.

Pursuant to a call as follows—

BALTIMORE, Sept. 14, 1874.

We, the undersigned, with a view to bring about a better state of feeling in our trade in this city, and to adopt a series of rules by which we may all be governed, respectfully solicit your presence at a meeting to be held at Turnbull Brothers, No. 8 N. Charles street, at 6 P.M., prompt, on Tuesday, September 15th, 1874.

CUSHINGS & BAILEY,
KELLY, PIET & CO.,
TURNBULL BROTHERS.

—a general meeting of the Baltimore book trade was held on Monday last, at which there was a full attendance. Messrs. J. B. Piet, of Kelly, Piet & Co.; E. Bailey, of Cushings and Bailey; and W. J. C. Dulaney, of W. J. C. Dulaney & Co., were appointed a committee of organization, who are to report a Constitution and By-laws, and to them all the resolutions offered at the meeting were referred. They will report as soon as possible, and a permanent local organization at Baltimore will be the result.

[OFFICIAL.]

Publishers' Board of Trade,

OFFICE OF THE SECRETARY,

812 Broadway, New-York,

September 16, 1874.

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WITHDRAWALS.

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GEORGE R. LOCKWOOD,
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SEPTEMBER 10.

D. Appleton & Co.:—The Journal of an Heiress, by Amadie Achand.—Bujodie Frederic; or, the Story of the Frenchmen Driven Out by the Germans, by Erckmann-Chatrian.—The Block Statue of the Mines, by Elie Berthet.

Harper & Bros.:—Elvira, Lady Casterton.—English Men of Science.—Mr. Smith.

Henry Holt & Co.:—Tales of Political Economy, by Mrs. Fawcett.—Aileen Ferrers.

SEPTEMBER 11.

D. Appleton & Co.:—A History of the Conflict between Religion and Science, by John W. Draper, M.D., LL.D., being the Second American Contribution to the International Scientific Series.

Scribner, Armstrong & Co. :—Tales in Political Economy, by Mrs. Fawcett.—The Book of Carleaverock.—Theology in the English Poets, by the Rev. Stopford A. Brooke, M.A.—A new work on "Laryngoscopy," by Professor Stoerck, of the University of Vienna. Translated under the author's supervision, and with his sanction, by Dr. S. Bolton Bangs.

Henry Holt & Co. :—A Biography of Kaulbach, from the German of Dr. Carl Stieber.

SEPTEMBER 12.

Porter & Coates :—Hilda and I.—Her Good Name.—Kate Byrne.—Rupert Redmond.—One Only.—Mistress Judith.—English Men of Science.

James R. Osgood & Co. :—Songs of the Two Worlds.—Her Good Name.—Hilda and I.—Kate Byrne.—Mr. Vaughan's Heir.—Rupert Redmond.—The Adventures of Mick Callighin.—The De Burgos.—Elvira, Lady Caster-ton.—Brittany Picturesque.—True to Her Trust.—The Old Showman.—Animal Magnetism.

The Work Begun.

THE members of the American Book Trade Association have doubtless already received the neat little pamphlet, under imprint of Lee & Shepard, which includes its constitution, the platform, list of officers, and an address to booksellers in behalf of the Executive Committee. The very fact that the documents are now in distributable shape, is one point gained. More than this, the constitution has also been printed in shape to receive signatures, and is being circulated in this city this week by Mr. James F. Smith, of A. D. F. Randolph & Co., and through the country by means of correspondence, by a gentleman engaged to take the matter in hand. Early in the week the constitution had been signed in this city by Messrs. Randolph ; Baker, Pratt & Co.; Appleton ; Hurd & Houghton ; Sheldon (excepting school-books) ; Ford ; Carleton, and Dutton ; and we may add that we know of no leading publishers but are likely to add their names to the list as it reaches them. Messrs. James Miller, Carter, Whitaker, Warren & Wyman, Christern, Dodd & Mead, Wiley, and Widdleton have pledged themselves to sign as soon as there is a general agreement of the city trade to that effect. The exception noted under the Messrs. Sheldon's name means simply that this house is in this matter under superior relations to the (school-book) Board of Trade, which will doubtless at the next meeting gladly fall into line, since most of the individual publishers concerned in it are already pledged to the reform movement. Mr. Lee writes us from Boston : "It now looks as though the trade in this city would join the association in a body. We have secured the names of thirty booksellers and publishers who have either become members, or signified their intention of joining if the majority of the trade here will do so." The New-York and Eastern trade has organized a sub-association of its own, which promises to take effective action, and we believe that within a fortnight there will be no New-York jobbing house of importance not in unison with the reform. The position taken by Messrs. Boericke & Tafel will be gladly noted by the trade, and the circular letter of Messrs. Hadley Brothers is another admirable step in the reform.

Thus encouraging is the state of the move-

ment. The association has at last begun work officially, and it is only needed that it meet with hearty co-operation. This is a requisite of success. We trust the members of the trade will heed our continuous appeal, that they will supplement locally what the association is doing directly at the large centres. The work is begun, is promising beyond expectation, and all that is needed is that every body shall "lend a hand."

WE have the pleasure to acknowledge the receipt from Mr. H. W. Hagemann, of D. Appleton & Co., of a finding list of cook-books, English and American, numbering 126. This list we shall publish in an early number, and we have not only to extend our hearty thanks to Mr. Hagemann, but to commend his example to the trade, and especially the younger members of it. The field of special bibliographies is one in which many workers are needed, and the above topic is interesting as well as useful. As a model of the kind, we may refer to Mr. Kernot's "Bibliotheca Diabolica," of which we have spoken at length before, and which is now out.

MR. WILLIAM H. KELLY, of Appletons', has been prevented by the late press of business from going forward with the "Stationers' Hand-book" as rapidly as he or we could wish, and this has delayed the enterprise somewhat. We trust the wholesale trade will honor our request that two copies of their latest price be mailed to Mr. Albert B. Yohn, Yohn & Porter, Indianapolis, who has special facilities for preparing the "Merchandise Register and Price Current," and has kindly volunteered to undertake the work ; as also one copy to this office. This register will include all articles, without reference to advertising favors.

A correspondent puts some "Queries" which illustrate several of the difficulties to be expected and overcome in the process of reform. We have only to advise him to reason with his erring brethren as far as it may do good, and then look to the publishers to cut short the discounts to undersellers.

To the list of publishing houses represented at the Put-in Bay Convention, the names of Messrs. Roberts Brothers, of Boston, should be added, Mr. E. D. Hardy being their delegate.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

A Pioneer House.

NEW-YORK, Sept. 14, 1874.

To the Editor of the Publishers' Weekly.

DEAR SIR: We sent out a circular to our customers in the last week of August, advising them that we had adopted the scale of discounts as to medical books, of the Booksellers' Convention at Put-in Bay, and signifying our intention to further its adoption in the home book trade to the best of our ability.

While offering them the old liberal discounts as formerly, we asked them to conform to the resolutions mentioned, and to inform us of all infractions of the same; as all those would be put down to 15 per cent until they sent us a written pledge that they would refrain in future from cutting under. Our city jobbers we requested not to give more than 15 per cent to retailers, so as to gain all possible assurance of an observation of the uniform discount.

We are in receipt of numerous letters congratulatory to the course pursued by us, with but one recalcitrant, who was promptly put on low rations.

We never gave a larger discount than 10 per cent ourselves to the profession, refusing to fill orders in many instances conditional on a larger discount, but since about eighteen months our customers East and West commenced to give larger discounts, some as high as 25 per cent, and our trade was in a fair way to become demoralized.

About two weeks prior to the Convention a member of our firm visited our chief customers East and West, and tried to bring about an amicable understanding as to discounts, but without success, as three refused to pledge themselves to any thing, and others made their assent conditional on its being unanimous. As we control the homœopathic book trade to a large extent, we were, for obvious reasons, unwilling to enforce a seeming arbitrary rule of our own on our customers. We were, therefore, very glad of the action of the Convention, as it enabled us, backed by their resolutions, to bring about the desired ends.

We hope that in a few years all books will be sold at list prices, doing away with all discounts to the "profession," for there are really very few professional works sold to laymen. An indispensable step toward this would be to reduce the price of the books by the rate of discount, and to put prices of future publications at a corresponding figure.

We sincerely wish and hope that your indefatigable labors for the benefit of the American book trade may meet with the success you so richly deserve.

Truly yours,

BOERICKE & TAFEL.

Queries.

NEW-ORLEANS, September 5, 1874.

DEAR MR. EDITOR: We note your remarks in answer to "an honored member of the trade from Illinois," and we heartily indorse all you have written. Will you please advise us what to do with members of the trade who refuse to sign the articles, and especially those who retail Spencerian and other copy-books at 10c., and \$1.50 school-books at \$1? This is done by the Methodist Book Concern here, and we would like to ask Mr. Redford if he indorses the course pursued by his agent. The agent of that "Concern" was asked to sign a proxy for the only one connected with the trade here who went to "Put-in Bay," but refused to have any thing to do with it. Another member of the trade who deprecates underselling, and, we believe, avoids it as much as possible, refused to sign. "He did not care any thing about the 'Convention' or the book trade," and yet is running two stores in this city. The third would not sign because the others did not. This third party is an avowed underseller. He "never loses a sale." Disheartened, we did not go further for signatures, and sent "our" man solitary and alone, on his way rejoicing, and we believe he was farthest away from home at Put-in Bay.

How can we remedy these evils, which have really killed the book-trade here, which at best is poor enough?

A STARVING WORKER FOR REFORM.

A Model Circular.

We invite especial attention to the following admirable and wise letter and circular:

CHICAGO, Aug. 1, 1874.

TO OUR CUSTOMERS: In sending to you our revised list of discounts, we think it right to briefly call to your mind some things that have made necessary what may, at first view, seem to be a radical change.

For some years past, all departments of the book trade have been in a demoralized condition, and the profits received have been generally unsatisfactory.

The "AMERICAN BOOKSELLERS' UNION," an organization embracing all classes interested in the book trade—authors, publishers, jobbers, and retailers—has for its object the discovery of the causes that have led to this condition, a correction of the same, and the restoration of the Book Trade to its normal condition.

The great evil, as you will concede, has been the "cutting of prices," and no class has been entirely free from it. Publishers have been driven, by sharp competition, to the retailing of their books at wholesale prices. Jobbers and retailers have followed in the same path, until senseless competition has squandered all profits, without materially benefiting the consumer.

One object of the Union is to so adjust the rules of trade as to form a mutual protection, and give to each party a fair profit. The publisher and the jobber have pledged themselves to protect the retailer, who, in turn, is expected to demand and receive full retail prices, with the slight exceptions provided for.

It was our privilege—for such we esteem it—to be present at the late meeting of the "Union" at Put-in Bay. The meeting was large, enthusiastic, and representative in its character, embracing publishers, jobbers, and retailers.

from all parts of the U. S. The discussions were dignified, the conclusions arrived at were adopted with great unanimity, and the pledges were made in good faith because they involve a common interest.

The whole spirit of the convention asserted the principle, *that it is the duty and to the interest of all—the community who purchase and the publisher and jobber who supply—to support and to stand by the local dealer.* To this end, publishers and jobbers have pledged themselves to desist from the practice of selling books at retail to consumers at a discount, but to charge full retail prices to the strictly retail customer, while to libraries, *in quantities*, and to teachers and professional men, a maximum discount of 20 per cent may be allowed. This will enable the local dealer to secure this trade at a discount not exceeding 10 or 15 per cent, and at the same time increase his strictly retail trade.

In the complete establishment of the rules and regulations of the "Union," it is not too much to expect, at first, some friction and irritation, but we have full confidence both in the wisdom and the justice of the movement.

Inasmuch as it involves mutual interests and mutual protection, by interesting dealers more fully in the sale of the books of honorable publishers who sustain them; by giving the jobber a slightly increased profit on staples (which is *necessary*, as in the past he has handled this class of goods for nothing), and by pledging to the retailer *non-interference* with his local trade, thus securing him *more trade* at better profits, may we not confidently expect your cheerful and hearty co-operation in securing so desirable an end?

We invite correspondence, and respectfully solicit your orders.

Very truly your friends,

HADLEY BROTHERS.

In explanation of the recent action of Booksellers throughout the United States, regulating the discounts to Teachers, Professors, Purchasers for Schools, Colleges, and Libraries, it is but fair that these parties should know what considerations have led to this. Their attention is respectfully invited to a brief statement of what is believed to be facts.

1. A good book-store well stocked is a public benefit to every community.
2. It can not be sustained except by the support of teachers, schools, and those who *read and use* books.
3. A regular dealer in books is generally a good citizen; he invests his money and time in his business and depends upon it for daily bread; he patronizes schools and contributes of his means to them, and should have the support of the community in return.
4. The student or teacher who supplies schools usually invests no capital, makes the selling of books an incidental matter, does not propose to follow it as a business, and is seldom benefited by engaging in the work.
5. The school and the book-store are mutually dependent upon each other, and should work harmoniously together. Neither can afford to neglect the other.
6. Generally, satisfactory arrangements can be made with local dealers, *by large schools*, to supply books at a fair discount.
7. The custom of giving so large discounts to the class of buyers indicated above, is of

comparatively recent origin, and is believed to be wrong in principle. This action of booksellers is, therefore, only correcting what is believed to be an evil.

8. The pernicious practice of giving so large discounts to consumers was threatening the destruction of the retail book trade, and what is any community without a book-store?

9. Inasmuch as the retailer can not buy books, as a rule, at discounts greater than from 25 to 33½ per cent, it is thought that a maximum of 20 per cent to the class of purchasers indicated, is a liberality accorded to them by no other class of merchants, and is a concession that ought to satisfy those not in the regular trade.

10. Books sold, at retail, at publishers' advertised prices, do not pay any larger profit than the dealer is justly entitled to in return for his investment, time, risk, etc.

The Trade Sales.

[Continued from No. 139.]

THE Book Trade Sale was continued Thursday afternoon by the sale of the Osgoods' editions of the British poets, Dickens' works in various bindings, George Eliot's novels, the works of Hawthorne, Longfellow, Lowell, Scott, and Thackeray, together with their illustrated and standard works in extra bindings, all bringing fair prices. Friday morning opened with the list of Messrs. Hurd & Houghton, of which the sale was active but the prices somewhat off. Of their religious books, a line of 25 Protestant Episcopal Church Hymnals (\$1.00) brought 30 cents; 50 Common Prayer, sheepskin (\$1.00), 40 cents; and 10 rubricated of same, calf, limp, box fronts (\$7.50), \$1.95. Annie Thomas' "Playing for High Stakes" (50 cts.) fell at 15 cents; Hows' "Forest Scenes" (\$7.00), at \$4.00; and Watts' "Divine and Moral Songs" (\$2.50), at 90 cents. Lines of 15 of Darley's "Sketches Abroad with Pen and Pencil" (\$2.50) fell at 95 cents; of "War Pictures" (\$2.00), at 50 cents; and of Trowbridge's "Vagabonds" (\$2.25), at 95 cents. Various lines of 25 each of "Andersen's Children's Tales" (\$2.25) brought \$1.20; and 100 copies of the famous "Visit from St. Nicholas," by C. C. Moore (60 cents), were taken at 25 cents, "Little Red Riding Hood" (50 cents), bringing the same, while "The Children in the Wood" (50 cents), brought but 15 cents. The last two were both set to verse by R. H. Stoddard. "The Arabian Nights" (\$1.75) was taken at 75 cents, and its companion, "Robinson Crusoe" (\$1.50), at 80 cents, both in lines of 25. After Messrs. Hurd & Houghton came Messrs. Little, Brown & Co. Their Black's "General Atlas of the World" (2 copies at \$22.50) brought \$16.00; and their Brande and Cox's Dictionary, in 3 volumes (2 copies at \$20.00), brought \$4.00 per volume. A line of 10 of Dickens' "Child's History of England" (\$2.00) was taken at \$1.25, and two sets of his works in 30 volumes (\$2.00) fell at \$1.33½ per volume. C. F. Adams' edition of the "Life and Works of John Adams," in 10 volumes (\$3.00), was knocked down at \$1.30 per volume, and Wells' "Life and Public Services of Samuel Adams," in 3 volumes (\$4.00 a volume), sold for 60 cents a volume.

The invoice of Messrs. Appleton was offered after the recess. Hinton's "Practical Physi-

ology" (\$2.25) fell at \$1.30; "The Great Ice Age," by Geikie (\$2.50), at \$1.30; Professor Morley's "Voltaire" (\$2.00), at \$1.00; Appleton's "Illustrated Library of Romance," 27 volumes, paper (\$1.00), at 40 cents; and Miss Broughton's stories (20) easily went at 65 cents (retailed at \$1.50). A line of 25 of Cooper, in paper, illustrated by Darley (75 cents), brought 40 cents, and in cloth, library edition (\$1.50), 75 cents; Dickens, in 6 volumes (line of 25), sold for \$5.70 (retail \$10.50). Ten of Hugo's "The Man who Laughs" (\$1.00) were taken at 35 cents; and the works of Miss Yonge, in 20 volumes (\$1.12½ per volume), dropped at 55 cts. per volume. One hundred "General Atlases of the World," half leather (\$3.50), brought from \$1.35 to \$1.75; and 3 sets of the "Cyclopædia of Universal Knowledge," 66 volumes, in full Russia (at \$9.00 per volume), brought \$3.25. Tyndall's "Heat as a Mode of Motion" (\$2.00) was taken at \$1.20; and Dana's "Household Book of Poetry" (\$5.00) sold for \$3.00 and \$2.90. Moore, complete (\$3.50), was knocked down at \$1.50, and Shakespeare (\$5.50) at \$1.70. Fine sets of a new 3-volume edition of "Bryant's Poetical Works" (\$4.00 per volume) were taken at \$1.55. Darwin complete, 7 volumes (\$5.00 a volume), brought \$2.60, and Spencer complete, 10 volumes (\$44.00), \$2.05. A French Doré edition of Dante's "Purgatorio and Paradise" (\$50.00) was taken at \$13.00. The sale in religious works was kept up till late in the evening.

On the third day the consignment of the Messrs. Putnam was sold. "The Dead Marquis," by Leonard Kip, fell at 35 cents (\$1.75), "Quixstar," 40 cents, and "Blindpits," by the same author, 35 cents. Mrs. Eiloart's "Boy with an Idea" (\$1.75) sold for 75 cents; Eliza Greator's "Summer Etchings in Colorado" (\$5.00), illustrated, and with introductory chapter by Grace Greenwood, for \$2.15; and Proctor's "Sun Views of the Earth" (\$2.50), for \$1.35. D'Aubigne's "History of the Reformation in the Sixteenth Century," in one volume (\$13.00), brought \$5.00, and the "Gallery of Landscape Painters" (\$18.00) brought \$11.00. The Knickerbocker edition of Irving, in 5 volumes (\$12.50), sold for \$7.00 and \$8.50, and Bayard Taylor's works (\$1.50), in 15 volumes, for 85 cents.

Monday was given up to the Catholic publishers, Messrs. P. M. Haverty, D. & J. Sadlier, and P. O'Shea. A line of 25 of Sadlier's "Catholic Youth's Library" (first series, in 12 vols. 50 c. per vol.) brought 25 c., as did also the second series. Mrs. Sadlier's "Catholic Anecdotes" (\$2.50) were taken at 65 c.; Cardinal Wiseman's "Fabiola" (\$1.50), at 40 c.; a translation of Lassen's "Our Lady of Lourdes" (\$2) at 55 c.; Marshall's "Contrast between the Catholic and Protestant Missions" (2 vols. at \$2 per vol.) at 45 c.; 12 sets of the "Popular Library," No. 1, in 6 vols. (\$1.50 per vol.), at 25 c.; and a line of 50 of "St. Patrick's Manual" (\$1) at 30 c.

On Tuesday, Messrs. Claxton, Remsen & Haffelfinger, Sheldon & Co., James Miller, Estes & Lauriat, Dodd & Mead, Scribner, Armstrong & Co., and others sold, and though the attendance was small, the bidding was active and prices good. "Marooner's Island Stories," by F. R. Goulding (3 vols. at \$1.50 a vol.), were taken, a line of 20, at 75 c.; Mrs. Trimmer's "History of the Robbins" (illus. \$3) brought \$1; and Elliot's "Debates on the

Federal Constitution" (law sheep, 5 vols., \$4 a vol.) brought \$2.25. Flanders on Fire Insurance (\$7.50) fell at \$4.75; Mrs. Hale's "Poetical Quotations" (\$2.75) at \$1.25; and Paine's "New School Remedies" (\$3) at \$1.25. A textbook on Human Anatomy, by Joseph Linly (\$5), sold for \$2.05; and Hammond's "Venereal Diseases" (\$3) for \$1.12. Another medical work, Buchan's "Family Physician and Domestic Medicine" (\$4) was knocked down at \$2.25. Other works sold were Hilliard's "Law of Bankruptcy and Insolvency" (\$5.50) for \$2.50; Dunlop's "Digest of the General Laws of the United States" (\$6) for \$1; and Mayne's "What shall we do to-night?" (\$2) for \$1.10.

For the Scribner books there was an especial large demand, their duplications being frequent and large. Marian Harland's "Common Sense in the Household," which sold so widely last year, was taken to the number of 4500 copies. Dr. Holland's works were promptly taken, though the lines numbered 1600 copies, and of Verne's stories, upward of 1200 copies were knocked down. Of the "Bric-a-Brac" 600 copies were disposed of; of the "Epochs of History" there were 550; of the 1st and 2d series of the "Library of Wonders," 750, and of Guyot's Geographies, 1000. A very pleasant feature of the sale was the appearance of Mr. Armstrong, who has just returned from Europe, and who, amid loud applause, took his place in the stand during the sale of their books.

Wednesday opened with the invoice of Messrs. H. L. Hinton & Co., which was followed by that of Messrs. Roberts Brothers. A line of 50 of Moritz Retzsch's "Outlines to Bürger's Ballads" (\$5), fell at \$1.50 in cloth, and in morocco antique (\$7) brought \$3.75. Konewka's silhouette "Midsummer-Night's Dream" (\$4) was taken at \$2.25, the line being 10. Goethe's "Faust," a 3-dollar silhouette work, sold for \$1.70, and the similar "Falstaff and His Companions," for \$1.40. A translation of Plon's "Thorvaldsen: His Life and Works" (\$4) brought \$2.38; a diamond edition of Jean Ingelow's Poems fell at \$1.62½, and in library edition (\$1.50 per vol., 2 vols.) brought 70 c.; her novel "Off the Skel-lings" (\$1.75) selling for \$1. Lines of 50 and 25 of "The Prince of the House of David," "The Pillar of Fire," and "The Throne of David," brought \$1.20; and Lytton's "Dramas and Poems," diamond edition (\$1.50), went for 85 c.

During the sale of the invoice of the Messrs. Merriam of Springfield, which consisted of lines of 150 of Webster's Dictionaries, Mr. W. S. Appleton made an offer for dictionaries, to the amount of \$75,000 in a lot, at \$1 per copy less than trade price, but the offer was declined.

When the consignment of Messrs. Lee and Shepard was reached, Mr. Lee went to the stand to represent his house, when, being called upon for a speech, he made some remarks on the present evils of the book trade, which we summarize:

The retail booksellers of this country form an important element of civilization. The late controversies and distractions existing in the book trade, and the custom which has grown rapidly with publishers and the larger city dealers, of selling books to private purchasers at nearly the same rate at which the local bookseller can purchase them, have rendered it impossible for the small dealer to invest his capital in a stock of books to meet and develop the wants of his section. If this evil is not checked, the day is not far distant when the whole business of selling books must fall into the hands of large city dealers or peddlers, greatly to the detriment of local communities. To meet

this danger, I wish to propose that the discounts which have heretofore been allowed to clergymen, students, and libraries, on the ground that they are common workers with us in the distribution of knowledge, be made uniform, and not to exceed 20 per cent on any variety of literature. In view of the insufficiency of these trade sales, and the influence on the trade, the last Convention of Publishers at Put-in-Bay decided to appoint a committee to establish and conduct a semi-annual Book Trade Sale or Fair, at which all publishers may offer their books, during the period of the sale or fair, at special terms to the trade.

His remarks called forth hearty applause.

BOOKS RECEIVED.

THE WORKS OF JOHN HOOKHAM FRERE. (A. Denham & Co.) To the complete works of Mr. J. H. Frere, first issued in two volumes, has been added a very interesting and able biography, written by Sir Bartle Frere, and making in itself a volume, thus making of the new edition, just published, three handsome volumes. These volumes embrace not only all his writings in prose and verse which have appeared in print, but others of considerable length and importance have been added, altogether new to the public, culled by his nephew, Mr. W. E. Frere, from family papers placed at his disposal. 3 vols., 12mo, cloth, \$7.50.

NIMROD OF THE SEA, by William M. Davis. (Harper & Brothers.) The hero of this book shipped at an early age aboard an American whaling-ship for a three years' cruise. The history of his cruise forms the foundation of the story. Upon it he has built a wonderful amount of facts and "yarns,"—facts relative to the whales, their habits, the manner of taking them and disposing of them, and all the various details pertaining to a whaling expedition. The "yarns" are plentiful, and brimful of fun and adventure; they would delight a boy's heart. The book is suitable for both boys and older readers, as the information it contains is quite remarkable. Contains thirty-two page illustrations. 12mo, cloth.

ENGLISH GRAMMAR: An Advanced Course of Lessons in Language, by Mary V. Lee and Hiram Hadley. (Hadley Brothers.) This volume has been prepared to supplement Hadley's "Lessons in Language," but may be used independently. The book combines, in a happy manner, analysis, synthesis, and a full treatment of the topics usually found under the heads of Etymology and Syntax. It is a treatise sufficiently full for the wants of grammar schools. The practical application of knowledge gained is made a constant object. In analysis and parsing an effort is made to assign to all words and elements their *exact* shade of use. In all forms for parsing, etc., endeavors have been made to have the order of *statement*, or *expression*, correspond to the order of *thought*. Experience has shown the authors that this is the only way to secure *thought* before *speech*. It is believed that this method will greatly aid young teachers in presenting the subject of language. 12mo, cloth, \$1.00.

LITTLE CLASSICS, edited by Rossiter Johnson. (Jas. R. Osgood & Co.) We have received the first volume, "Exile," of this dainty little series, which will comprise about twelve volumes in all, containing choice poems, sketches, stories, etc., gathered from various sources. The volume before us is made up of six well-known stories: Hawthorne's "Ethan

Brand," "The Swans of Lir," by Gerald Griffin; "A Night in a Workhouse," by James Greenwood; "The Outcasts of Poker Flat," by Bret Harte; Edward Everett Hale's "Man without a Country," and De Quincey's "Flight of a Tartar Tribe." The little volume is so neat and attractive, and so ably edited, that we predict for the "series" a permanent success. 12mo, cloth, \$1.00.

THE ANCIENT NATION. (Pott, Young & Co.) An interesting and brightly written history of the Jews is comprised under the above title. It is given in the form of conversations between a mother and her children, where questions of all kinds, grave and gay, are asked, and all knotty points are permitted to be argued. A vast amount of information about the Bible is thus given in an entertaining way. The book will be found a most desirable one for home reading. It contains twenty-one illustrations. 12mo, cloth.

PUSSY TIP-TOE'S FAMILY, by Mrs. E. P. Sanford. (E. P. Dutton & Co.) Nothing handsomer or cheaper in the way of a juvenile than this, has ever come from the American press. The outside appearance of the volume, which is rich and showy, takes the eye at once—the front cover is tastefully stamped in gold and black, and is adorned with a gaily colored picture. Inside, we have thirty full-page pictures, very cleverly designed, and of subjects full of interest to children. The text is large and clear, and printed on fine tinted paper with rich gilt edges. Add to all this, a most charming story about a wonderful old pussycat and her numerous progeny, told in a most delightful manner, which never rises above a child's comprehension, and one certainly has one of the most desirable books out. 4to, cloth, \$2.00.

CHASTE AS ICE, PURE AS SNOW, by Mrs. M. E. Despard. (Porter & Coates.) Mrs. Despard comes before us as a new writer, but we think her destined to become a favorite. Her story turns upon a mutual misunderstanding and jealousy between husband and wife—a separation, and a final reconciliation, after much weary traveling in divided paths. Of course the wife is a model of beauty and virtue, and yet does not "escape calumny"—and the husband (barring his jealousy) all that is perfect morally and physically, who assuages his grief by taking a melancholy part in society in St. Petersburg, and hunting wild bears in the forests of Russia on a pure Arabian steed. Without betraying any very great power or originality, the story is a pleasing one, belonging to that numerous class of society novels which always find readers. This, with six or seven other good novels published by Porter & Coates, has been put into a uniform dress, and named the "International Series." 12mo, cloth, \$1.50.

THE STORIES THEY TELL ME; OR, SUE AND I, by Mrs. Robert O'Reilly. (E. P. Dutton & Co.) A very pretty collection of stories for little girls. Several of them, "A Plumcake Story," "My Hardships at Sea," and "Our Half-Holiday," appeared in "Little Folks;" but the others, ten in number, are entirely new, and far above the average juvenile literature. Each story is complete in itself, and yet they all relate to one family; so toward the end of the book, "Gracie," "Ned," "Roger," and "Sue," the little

heroes and heroines, become quite familiar, and are parted from with reluctance. Illustrated and nicely gotten up. 16mo, cloth, \$1.50.

A FLOATING CITY, AND THE BLOCKADE RUNNERS, by Jules Verne. (Scribner, Armstrong & Co.) The first of these stories describes a trip on the "Great Eastern," from Liverpool to New-York, and a journey afterwards up the Hudson and to the Falls of Niagara. The descriptive parts of the story are free from Verne's well-known peculiarities, and therefore seem tame coming from his pen; but in making "the floating city" the scene of a dramatic love story, he is all himself again—particularly at the end, where the hero engages in a duel on deck in the night during a frightful storm, and his antagonist catches the lightning on his uplifted sword and is killed, thus saving the hero from the unpleasantness of killing the husband of the woman he loves. "The Blockade Runners" is a story of a ship which runs the Southern blockade during the rebellion. Her captain finds in one of his crew a young Boston girl whose father is imprisoned in Charleston. Of course he falls in love with her, helps rescue her father, takes her back to France, and marries her. The illustrations all through the volume are numerous and noticeably fine—indeed, the binding and entire get-up of the volume is in very handsome style. 12mo, cloth, \$3.00.

PHILIP THE SECOND (Vol. 1.), by William H. Prescott. (J. B. Lippincott & Co.) The above work will be comprised in three volumes, the first of which has only, as yet, been issued. It belongs to the new and revised edition of Prescott's works, edited by John Foster Kirk, with the author's latest corrections and additions. The volume is one of the handsomest specimens of bookmaking in the market. 12mo, cloth, \$2.25.

THE CONFESSIONS OF A MINISTER. Being Leaves from the Diary of the Rev. Josephus Leonhardt, D.D. (H. Peterson & Co.) The slight plot which runs through these "confessions," presents in all except its *dénouement* a striking resemblance to the Beecher scandal; in fact, the author acknowledges in his preface that his pages "bear upon the great drama now being transacted before us," but assures us that their object is "to purify and exalt, not to debase, the minds of readers." To any one in search of purification or exaltation, we could not conscientiously recommend this book, remarkable, as all the literary offsprings of the scandal, for a great deal of wickedness, and a great deal of prayer and calling upon the Lord. But if one wants an hour's amusement in studying the diverse and crooked channels into which the mind of man can run, he will not find the book devoid of all literary merit. 12mo, cloth, \$1.00.

LITERARY AND TRADE NEWS.

A CALIFORNIA journalist, a Mr. Hittell, who is very highly spoken of as a thinker and writer, has written a "History of Culture," a 12mo, of nearly 500 pages, which the Appletons will publish.

MESSRS. HENRY L. SHEPARD & Co. add several important announcements to their list, including a new book on the Adirondacks, by Rev.

Mr. Murray, which is to give the humor and legends of that region; a treatise on "Cattle, their Management and Breeding," by Dr. George B. Loring, Gen. Butler's friend; a "History of the United States Marine Corps," by M. Almy Aldrich, from data collated from official sources, by Captain R. S. Colling, U.S.M.; "Her Mother's Fancy," a juvenile by Miss Teresa Hall, daughter of the ex-Mayor; and a poem by Frank N. Lautz, of the title of "Logothetes," advertised as of Byronic power and grace. Danbury News Bailey's book will be on England. Mr. Murray's celebrated lecture on "Deacons" will be issued in book form, with illustrations, and Mrs. Austin's selection of child-poems will be presented in enlarged shape under the new title of "Little People and their Friends."

THE PUTNAMs will issue this fall a new revised edition of ex-President Thomas Hill's work on "Geometry and Faith," as lately reprinted in the *Unitarian Quarterly*. Also, "Lecture Notes on Quantitative Analysis," by Henry B. Hill, his son, now assistant Professor at Harvard.

AMONG the prominent features of Dr. McCosh's new work on "The Scottish Philosophy, Biographical, Expository, Critical, from Hutcheson to Hamilton," to be printed early next month by Robert Carter & Brothers, are biographical sketches of Francis Hutcheson, David Hume, Dugald Stewart, Sir James Mackintosh, Adam Smith, Lord Brougham, Sir William Hamilton, James Beattie, Prof. Wilson, and others. In the preface Dr. McCosh says that, as the English-speaking public, British and American, seems satisfied with none of the many forms of philosophy it has tried, it may grant a hearing to the sober philosophy of Scotland. "I have tried to make my work a contribution to what may be regarded as a new department of science—the history of thought—which is quite as important as the history of wars, of commerce, of literature, of civilization."

THE promised "United States Official Postal Guide," to be published on the 1st proximo by Messrs. Hurd & Houghton, will prove an invaluable handy-book to all. It is to have a complete alphabetical list of all the post-offices in the United States, one of all the post-offices arranged by counties in the respective States; another list of domestic and international money-order offices, the chief regulations of the department, full information as to rates of postage, both in America and to foreign countries, schedules of the arrival and departure of foreign mail steamers, and in fine all postal information necessary for practical business. This is the first postal guide issued in this country, though the book is not new in England. The matter is made up at the department, and sent to the Riverside press for publication.

MESSRS. LOUIS PRANG, Victor E. Mauger, and the Messrs. Hart, representing the stationery and lithographic trades, have authorized Mr. George Hess, the sculptor, to collect historical material and make a design for the monument in Central Park in honor of Senefelder, the inventor of lithography.

DR. JOHN WILLIAM DRAPER, says the *Evening Mail*, is one of the men who have made America respected among men of knowledge, as our

great merchants of the past generation made it respected among men of trade, and the fact that he will contribute to the International Scientific Series its second American volume, of such character as a history of the relations of theology and science up to our own day, is an announcement of extraordinary interest. His "Intellectual Development of Europe" is a work which is quoted as best authority by thinkers of every nationality, and though this work will not be so extensive, the MSS. promising about 350 12mo pages, it will be of scarcely less importance.

TENNYSON'S tragedy of "Boadicea" is said to be nearly finished.

STILL another story from Bret Harte in the *Times*, "The Fool of Five Forks." There must be nearly another volumeful by this time, and the booksellers are waiting for it.

THE new "Vie de Michel Ange," to be published in reference to the approaching fêtes in Florence, and to commemorate the fourth centenary anniversary of the artist, is to be translated in several languages, and issued simultaneously with the original.

THE *Athenæum*, in noticing Miss H. R. Hudson's poems, pays this pleasing compliment to America: "We seldom come across a volume of poetry from America that we are not glad to have read. It may be that only the best specimens find their way to this country; but certain it is, that those which do come are rarely if ever marked by the faults, both metrical and grammatical, to say nothing of the utter absence of sense, which we too often have to reprehend in the verses of our compatriots."

Two important works bearing on Chinese literature, viz., "A Handbook of Biographical, Historical, Mythological, and General Literary Reference," by W. F. Mayers, Chinese Secretary to Her Britannic Majesty's Legation at Peking, and "A Chinese Dictionary," by S. Wells Williams, will shortly be published by Messrs. Trübner & Co. The object of Mr. Mayers' work is to elucidate the personal and historical allusions frequently met with in Chinese literature.

THE rumors lately current that Mr. John Harper, senior member of the publishing house of Messrs. Harper & Brothers, who some time since was prostrated by a stroke of paralysis, was in a specially critical condition, are happily untrue. His condition is as it has been for weeks, and though there are no hopes of his recovery, his friends do not fear any immediate change for the worse.

NOYES, HOLMES & Co. announce for October: "Sermons and Songs of the Christian Life," by the Rev E. H. Sears, D.D., author of the "Heart of Christ," etc.; "Thoughts to Help and Cheer;" "The Stars and the Earth, or Thoughts on Space, Time, and Eternity," fourth edition, with an Introduction, by the Rev. Thomas Hill, D.D.; "The Reasonableness and Efficacy of Prayer," by Newman Hall, D.D.; "Congregationalism, What it is, Whence it is, How it Works," by Henry M. Dexter, fourth edition, greatly enlarged.

AN interesting collection of Confederate school-books has been made by Robert Clarke & Co.

WITH the December number will commence Mr. George Cary Eggleston's editorial charge of *American Homes*, published by Shepard & Co., of Boston. Hereafter the magazine, hitherto only a subscription work, will be sold to the trade. Mr. Eggleston was formerly editor of *Hearth and Home*.

THE old idea of science in stories is to be revived by Mrs. Millicent Fawcett (Prof. Fawcett's wife) in a small volume, called "Tales in Political Economy," to be published by the Macmillans. The book is intended to explain in an easy manner some of the more important principles of economic science.

THE *Springfield Republican* states that Mr. A. W. Thayer, in his life-work biography of Beethoven, has reached the years 1809-10 in the third volume of the work, which is to be completed in four. Two volumes have been published at Berlin in German, but the English edition will not be begun till the fourth volume is reached in German.

A NEW volume by Mr. Francis Galton, under the title of "English Men of Science," will give very complete statistics of the "Nature and Nurture," "Race and Birthplace," "Occupation of Parents," and "Hereditary Pedigrees" of English scientific men. It will develop in a special department, in greater variety of detail, the branch of inquiry instituted by its author in his book on "Hereditary Genius." The Macmillans will publish the book.

A NEW edition of Hogarth's works, in about thirty monthly parts, and to contain seventy more plates than any previous one, is promised by George Routledge & Sons.

A BOOK for boys is promised by Philip G. Hamerton for this fall, through Roberts Brothers. "Harry Blount" will be a story of school life in old England, doubtless of exceptional excellence.

DURING the General Convention of the Episcopal Church, to meet in New-York on the first Wednesday in October, *The Churchman* will enterprisingly print a daily edition, with full *verbatim* reports.

GASTRONOMIC literature is to be enriched, about October 1st, by Dr. M. L. Holbrook, with a cookery book prepared, he says, "For the Queens of our Tables," entitled "Eating for strength." (Wood & Holbrook.) The work is to be divided into parts, ranging from a scientific discussion of the philosophy of food to a discussion of practical dietetics. It embraces a long list of receipts, and devotes considerable attention to "drinks," a subject most books hardly touch.

ENCOURAGED by the success his "Selected Poems" have met with, Mr. Tompkins, of Cedar street, will publish a series of prose selections, to appear, like his poems, fortnightly, printed on tinted paper in clear type with wide margins, and unpagged, so that each buyer may bind for himself. Price, ten cents a number.

DR. FREDERIC R. MARVIN is now at work on another book treating of psychological medicine.

LIBRARY CORNER

THE Twenty-second Annual Report of the Trustees of the Boston Public Library shows a use, during the past year, of 553,129 volumes, while the consulting hall was visited by some 72,313 visitors, making a total of 625,442 books in circulation during that time. The library now numbers 260,550 volumes, of which 51,094 were added during the year—the largest addition ever yet made in twelve months. This is explained, however, by noting that during the year several smaller libraries were incorporated into the Public Library. As yet, it is thought, the Sunday service has not proved a remarkable success, but there is no intention on the part of the trustees of discontinuing it, sufficient use having been made of it by those who on other days are prevented from doing so, to justify its continuance.

At the close of its first year's work Lancefield's Lending Library, of Hamilton, Ontario, makes good returns. The catalogue has increased from the 295 volumes to 1495; its membership now numbers 335, and it has had a circulation through the year of 14,501 volumes. With so successful a start, and with the speedy additions promised by the librarian, the library can expect much from the future.

THE Committee of Public Instruction to make a list of the "Scholastic Libraries" in France has just completed its task. The report shows that, in 1865, the number was 4833, containing 180,854 volumes, while at present, not including the department of the Seine, the country possesses 15,623 such establishments, disposing of 1,474,637 works.

THE Chicago Public Library dates from the fire of 1871. Its foundation was laid in the gifts made it at that time from home and abroad, and now, with the additions made by purchase, the second annual report shows it to number some forty thousand volumes. Mr. W. F. Poole, formerly of the Boston Athenæum and later of the Cincinnati Public Library, took charge in January, and in May the library was opened for the distribution of books. Its resources are derived from one-fifth of a mill tax, which now affords an annual income of about \$65,000, with a certainty of increasing with the city's growth. The serial publications in the reading-room represent twenty-three nationalities besides the United States and Great Britain. There is no library in the city to compete with it, and its success is sure and immediate.

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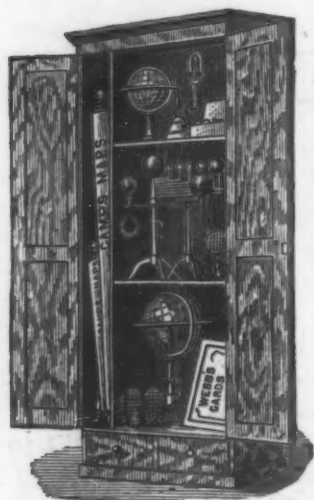
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